ROU Brief - 11/6/96

For: AVP/RSM/RBM/ROM/KAM/AM/AE/MC/PC/PRC/SC

FSC-190-A

Sales		Retail	
1221		1222	
1222		1223	
1223		1226	
1224		1229	
1225		ROM	
1226		PC	SC
1229		MC	PA
1240			
1244		RSM	RBM

V6

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ROU DETAIL

➡ *CIV Coverage Report Enhancements*

The CIV coverage reporting has been enhanced with the following:

- The report no longer exists in the Historical Reporting section of SIS (668). This change was made to eliminate confusion with manpower analysis caused by viewing out of date information.
- The report option is now located directly on the Print Report Menu in SIS and not under the Contract Reports option.
- An option now exists to print the summary sheet only when requesting the report.
- The manpower calculation of 8 CPD (calls per day) for selling reps and 7 CPD for retail reps has been changed to allow modification to CPD parameter for various manpower analysis calculations.

Program Contact: Chris Minner, extension #1642

➡ *Datagrabber Function in SIS*

The "Datagrabber" function in SIS is being replaced with a new function called "PF5 Dload" currently available from the "M03 Scroll List" in SIS. The datagrabber and download option produce the same results.

The only difference is that datagrabber is on-line and instantaneous while the new download function spreadsheet is sent to you via e-mail. This change is being made to support the Windows 95 platform that will be installed in 1997 along with cost savings of computer time due to on-line charges versus the new batch process computer charges. Datagrabber access will be discontinued on Monday, December 2, 1996.

Program Contact: Chris Minner, extension #1642

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Source: https://www.industrydocuments.ucsf.edu/docs/hlbp0000

➡ DORAL August Promotional Items

Please order remaining allocations of the following items by November 15, 1996:

Item	Description	Packed/SKU
511424	DORAL & Co. Onsert - Mega Outlets (expire 12/31/96)	100
511445	DORAL Mega Display POS Kit - August	1
511403	DORAL & Co. Onsert - Supermarkets (expire 12/31/96)	100
511412	DORAL DBRC - Supermarkets	25
511415	DORAL PMC - Supermarkets	25

Items will be discontinued after November 15, 1996.

Program Contact: Sharon Reid, extension #2584

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Source: https://www.industrydocuments.ucsf.edu/docs/hlbp0000